

**Agri-Input Market Development in Azerbaijan**

**Quarterly Report  
October – December 2003**

**Submitted to**

**United States Agency for International Development (USAID)**

**by**

**IFDC**

*An International Center for Soil Fertility and Agricultural Development*

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## **Acronyms and Abbreviations**

AKTIVTA	Azerbaijan Agri-Input Dealers Association
AMDA	Agri-Input Market Development in Azerbaijan
AN	Ammonium Nitrate
ATA	Agro-Technology Association
CPP	Crop Protection Products
EMA	Pesticides Trading of Azerbaijan
GTZ	German Agency for International Cooperation
IDP	Internally Displaced People
IFDC	An International Center for Soil Fertility and Agricultural Development
mt	metric tons
NGO	Non-Governmental Organization
RECP	Rural Enterprise Competitiveness Program
SO	Strategic Objective
STC	Short Term Consultant
TSP	Triple Super Phosphate
USAID	United States Agency for International Development
VAT	value-added tax

# **Agri-Input Market Development in Azerbaijan**

## **Quarterly Report**

**October – December 2003**

### **Executive Summary**

The “Agri-Input Market Development in Azerbaijan” (AMDA) project started in February 2002. This report covers the period from October to December 2003. The main aim of the project is to develop a reliable and efficient private sector distribution system for appropriate agri-inputs and the technologies they embody. This will be accomplished by establishing an agri-input dealers association supported by business development advice, credit and finance facilitation, and association building as well as technology transfer and private sector extension to dealers, farmers, and related institutions and organizations.

#### **Highlights for the reporting period include:**

- ⇒ Azerbaijan Agri-Input Dealers Association (AKTIVTA) has a membership of 79 dealers providing inputs for more than 12,000 farmers.
- ⇒ Association business plan developed; ready for approval by regional AKTIVTA groups.
- ⇒ Five AKTIVTA working committee groups set up.
- ⇒ AKTIVTA members stopped incorrect levy of customs duty for imported potatoes.
- ⇒ Six dealers were granted loans amounting to \$54,000. Seven dealers repaid loans totaling \$75,000. Private investments to upgrade shops/warehouses reached \$23,300. No AKTIVTA member defaulted in repaying loans.
- ⇒ One AKTIVTA member supplies totaled 100 tm of first quality apples to an international catering company.
- ⇒ Continuous project efforts resulted in increasing potato production by 15% to a total of 115,000 mt.
- ⇒ Three greenhouses have been set up and put in operation. Cucumber and tomato seedlings planted. Harvesting of cucumbers started in December.

- ⇒ A trade mission to Turkey was conducted with 10 AKTIVTA members attending. Seven agri-input supply companies were visited, business links established, and future collaboration agreed upon. New pesticide sprayers and new apple varieties were imported.
- ⇒ In total 6,650 publications on various topics were developed and distributed. One newspaper article was published on IFDC/AMDA project work highlighting the cooperation with the private sector agri-input dealers. Four TV documentaries were developed and broadcasted at national level.
- ⇒ In 22 events, 479 dealers and farmers received training on various topics.

# **Agri-Input Market Development in Azerbaijan**

## **Quarterly Report October – December 2003**

### **Introduction**

For consistency and ease of understanding, the AMDA quarterly reports follow the format of the work plan submitted to the United States Agency for International Development (USAID). Progress is reported for each of the four program areas: business development, access to credit and finance, association building, and technical training and private sector extension service. Periodic reports provide more detailed information on AMDA activities and progress.

### **Operation and Management**

October to December 2003 quarter activities focused on support by short-term consultant (STC) Jim Stanelle to sustainability of the association by providing training in areas such as association capacity building, business plan, annual work plan, and setting up working committees.

In total, four greenhouses were imported from Israel. The building material for the greenhouse frames was purchased in Baku building material markets including local electric heating devices.

Several meetings on value-added tax (VAT) and Customs Duty issues were held with USAID Office Baku and representatives from USAID Regional Office Tbilisi, Georgia. New USAID guidelines were introduced and implemented by AMDA project.

Until now the dealers were the main target group that has received technical advice on best farmers practice on various crops. This approach has changed recently. The AMDA project

started conducting agronomic advisory meetings organized by dealers who in turn invite up to 30 of their regular farmer customers. Training topics were determined in advance by invited farmers. AMDA project staff modified its role to an exclusive training provider through the dealers, respectively association members. This change contributes to the strengthening of the customer oriented business relationships between dealers and farmers. In addition, farmers would be able to directly apply their gained knowledge into their field operations which in turn will increase agricultural productivity and incomes.

Pragma Corporation started the implementation of Rural Enterprise Competitiveness Program (RECP) in October 2003. AMDA project invited Pragma to explore options for future collaboration and cooperation. No meeting was held until the end of December 2003.

### **Highlights of Project Achievements**

Activities of the four program components progressed as planned. Technical extension messages and advice in potato production led to a 15% increase (approximately 115,000 mt) in the major production regions in southern and western Azerbaijan. A mix of improved agronomic practices such as new seed potato varieties, appropriate disease control, and fertilizer application rates have had positive impacts on yields and production increase.

### **Business Development and Training**

*Work Plan Year 1 indicators are:*

- 1. Identification of potential customer clients.*
- 2. Presentation of project support.*
- 3. Training of customer clients.*
- 4. Development of business plan.*
- 5. Collection of agri-inputs market information.*
- 6. Processing of international importation price requests.*
- 7. Arranging of imports.*
- 8. Accomplishments of training workshops.*

The identification of dealers in the regions where the project is operating is updated on regular basis. Currently, AKTIVTA membership stands at 79 dealers. In addition, regular contacts are held with large importers who are not registered as members of the association. The policy of not enrolling them with the associations aims toward the protection of business interests of medium level core dealers. Otherwise large importers would have used the membership card as a tool to monopolize the market, lobby their own interests, and ignore the interests of the majority.

In total, four dealers became representatives of Pesticides Trading of Azerbaijan (EMA) Company and three dealers of AgroKimya. The General Directors of both companies were invited to introduce and promote their business activities to the dealers at association meetings. The interactions led to a discount system offered by both companies. If the association members purchased goods exceeding either a fixed monetary value or a given quantity of fertilizer then they are entitled to an escalating price discount.

Effective November 2003 agronomic training is provided simultaneously to dealers *and* progressive farmers who are regular customers of the agri-input dealers. This leads, first of all, to an improved business relationship between the individual dealer and farmers. Secondly, new agronomic practices can be directly implemented by farmers aiming at increasing their productivity and incomes. Thirdly, it encourages farmers to approach dealers in a more organized way. Consequently the dealers save time, efforts, and rationalize their resources by advising a group of farmers instead of individual ones. Dealers and farmers jointly choose the topic that they like to discuss relative to new information advice and knowledge. Once they reach agreement on the topic, the dealer presents the topics to AMDA and project staff prepares the training modules; then the dealer and AMDA staff agrees on schedule and location. Finally, the dealer invites the farmers to his shop or local tea house to conduct the training modules.

In October a survey was conducted to identify the number of farmers presently served by AKTIVTA members. In total, 53 dealers responded: regular customers = 2,177, individual customers = 10,267. The total amounts to 12,384 farmers who regularly purchase agri-inputs from association members. These farmers are progressive farmers having access to resources such as land, machinery, labor, finances and outlet markets.



Negotiations were held with a local catering company looking for regular supplies of first quality apples. At the request of the association member Nazim from Khachmaz, AMDA provided assistance in signing a contract to deliver 100 mt of apples until March 2004 to Catermer catering company. Every week 5 mt is delivered to Catermar warehouse in Baku. The process of sorting, grading, and packing in 9-kg carton boxes is being controlled by the AMDA project as on-the-job training, meeting the quality standards as required by Catermar. Apple varieties sold are Red Delicious and Golden Delicious.

In the first week of December, 11 dealers traveled to Turkey on a trade mission. All participants paid a service fee of \$200 to the association. Visits included the following international agri-input suppliers: DuPont, Hektas, Safa Tarim, Koruma (all pesticide producers); May (vegetable seed company); AR Tarim (seed potatoes) and Ozduman (agricultural machinery). The companies agreed to provide assistance and cooperate with Azeri counterparts particularly in designing demonstration programs. New sprayers have been ordered and are due to arrive in Azerbaijan in January 2004.

## **Credit and Finance**

*Work Plan Year 1 indicators are:*

- 1. Developing a compendium of providers for agricultural credit.*
- 2. Identification of credit tools.*
- 3. Conducting training workshops.*
- 4. Preparation of credit applications in collaboration with dealers.*
- 5. Number of credits awarded to clients.*

During the reporting period six dealers received credits amounting to \$54,000. Seven dealers repaid their loans amounting to \$75,000.

Four candidates for greenhouses were selected. Unfortunately, one candidate dropped out. Out of the \$15,384 for greenhouse imports arranged by AMDA, \$9,928 (64%) has been repaid.

Consultations with AgroKimya resulted in an order of one container (20 mt) of complex fertigation fertilizer from Israel. This fertilizer is specially used in drip irrigation for greenhouses and is a new product for Azerbaijan. The results of a small survey with greenhouse owners in Absheron and Shamkir districts convinced AgroKimya to proceed with the order. The product will arrive in Baku in January 2004.

Phosagro from Moscow conducted three training sessions (Phosphate Fertilizer Application for Wheat and Selected Vegetables) in Masalli, Ismailli, and Ganja. The linkage to Phosagro was established while attending the Moscow Fertilizer Fair in 2003. Phosagro shows great interest to deliver fertilizer to Azerbaijan and offered additional training modules for 2004.

As per end of November 2003 in total 33,000 mt of AN was imported by various dealers. This represents approximately 70% of the total Azerbaijan AN use. Delivery problems between AgroKimya and Rustavi Plant from Georgia over the import of 20,000 mt of fertilizer were resolved.

Investments by dealers for repairs and building up new shops and warehouses amounted to \$23,300.

### **Association Building**

*Work Plan Year 1 indicators are:*

- 1. Association organizational meetings.*
- 2. Association registration and elections.*
- 3. Association advocacy, media events, and position papers.*
- 4. Association business plan.*
- 5. Trade missions to Turkey, Albania, and Russia.*

The membership of the association stands at 79 dealers as per the end of December 2003. A meeting with the Ministry of Justice concerning the association registration had to be postponed due to Presidential Elections and the death of the previous president.

EMA Company and AgroKimya introduced themselves at AKTIVTA meetings promoting their activities and asking for an increased cooperation and collaboration (see also under Business Development). An agreement was reached specifying that association members would be entitled to purchase with a discount provided they have paid cash immediately or made a late payment up to 60 days after collection of the inputs.

Meetings were held with AKTIVTA members from southern Azerbaijan, the head customs office in Baku, and the regional office in southern Azerbaijan. The reason was the imposing of an import duty of \$150/ton by Customs Office without prior notice to the dealers. In addition to that, no proper explanation was provided by customs officials relative to their action. However, after public protest by AKTIVA members the duty was withdrawn. In this case AKTIVTA members were exposed to a first-hand experience which demonstrated that by proper lobbying the association can effectively protect members' interest.

Modules of training courses conducted by STC Jim Stanelle and Ylli Bicoku, IFDC/AMDA, in the project regions as well as Association Budget were translated for the Executive Council members and Working Committees. In total 62 dealers attended the meetings.

Five working committees were set up: (1) Government Liaison, (2) Membership and Ethics, (3) Technical Development, (4) Finance and Credit, and (5) Marketing.

The Executive Council started to prepare the Association Business Plan. In January and February 2004 the Business Plan will be presented in the regional meetings to the membership for final approval.

### **Technology Transfer and Private Sector Extension Services**

*Work Plan Year 1 indicators are:*

- 1. Increased types of input products available through dealers.*
- 2. Field days for dealer clients.*
- 3. Field days for farmer clients.*
- 4. Introduce private sector extension concepts and techniques to dealers.*

*5. Introduce safety training in handling crop protection products (CPP), storage, and application.*

A number of training sessions was held on various agronomic topics (see Appendix 1) and association building agenda. In the agronomic knowledge transfer system a new training concept was introduced. Currently the training unit content is determined by dealers in collaboration with their farmer customers based on frequently asked questions or specific problems experienced by farmers. This strengthens the cooperation between dealers and farmers based on farmers' demands and allows transferring of know-how on production and management directly to producers. During the last 2 years IFDC/AMDA placed great emphasis on potato production and marketing due to high gross margins. In 2003 the potato production increased by 15% (or approximately 115,000 mt).

In the main potato growing areas in southern and western Azerbaijan the distribution of leaflets concerning production management techniques in potato was a priority task of IFDC/AMDA and AKTIVTA. The introduction of new seed varieties, early planting and proper pre-sprouting, drip irrigation, improved and timely disease control, application of appropriate amounts of fertilizer rates, introduction of new fertilizers, and planting of seeds in proper distances within and between rows led to a significant increase in potato production. Three AKTIVTA members imported and sold 1,100 mt of potato seeds from Russia. This represents an increase of 40% over the previous year.

The continuous and consistent endeavors by IFDC/AMDA through training courses for both dealers *and* farmers on agronomic topics, regular workshops and seminars with participation and presentation by international suppliers of new seed varieties and fertilizers, as well as dissemination of thousands of technical leaflets, contributed significantly to achieving that success. Although the national average yield increased by 2 mt (from 10 to 12 mt) it displays the high potential still underutilized in potato production (average in Germany is 40 mt/ha).

To further increase potato production it is necessary to develop a strategic plan and a sound agricultural policy environment assisted by public efforts from the Ministry of Agriculture concerning improved policies on imports of new seed potato varieties and other related agri-

inputs such as fertilizers and knowledge transfer systems. Given the current IFDC/AMDA project resources and the missing product output marketing link it may take a minimum of 5 years continuous efforts to reach a significant impact and sustainability.

Several local NGOs such as Agromeslehet, Ganja Business Group, etc., as well as the World Bank supported agricultural projects and GTZ, consulted IFDC/AMDA asking for support including the reproduction of technical leaflets developed by IFDC/AMDA on potato production.

Apple production in the northern districts of Guba and Khachmaz increased significantly, resulting in a bumper harvest. Subsequently, orchard owners faced a marketing problem (1) due to stagnant demand from domestic markets, and (2) due to administrative export problems when crossing the border from Azerbaijan to Russia going through Russian Autonomous Republic of Dagestan. Both Azerbaijan and Russian custom offices accuse each other of being the cause of delays. Approximately 80% of apples produced are exported to Russian markets. The Azeri Parliamentary Standing Committee of Agriculture was briefed and advised by IFDC/AMDA project when invited by the Azeri parliament. Members of the Russian Duma visited Azerbaijan to discuss cross border problems. The third problem area related to marketing is the lacking of application of international standards on apple quality when sales agreements are concluded. IFDC/AMDA is in the process of translating these international standards which should be ready for dissemination in spring 2004. The fourth problem area relative to apple production and management is the lack of collection points used for cleaning, grading, sorting, packaging, and storing.

In previous study visits to Georgia such collection points had been visited. Interested AKTIVTA members were identified and negotiations about financing started with local banks. Nevertheless, additional international expertise and technical details are required before a final decision is made.

IFDC/AMDA entered negotiations with an international catering company in Baku relative to supplies of apples. In November a contract was concluded between the catering company and one AKTIVTA member to deliver 100 mt of first quality apples until March 2004. Sorting, grading and packaging are done manually by the AKTIVTA member according to the

quality standards demanded by the caterer. In case of successful collaboration the caterer expressed interest in extending the purchase to other vegetables and fruits.

**Greenhouses**—At the end of December 2003 three greenhouses with Israeli technology covering an area of 420 m<sup>2</sup> each were set up (Tovus, Lenkeran, and Baku). In December the harvest of cucumbers started in Tovus whereas in Lenkeran and Baku tomato seedlings were planted in late December. Only the drip irrigation and the “intelligent” plastic covers were imported from Israel. The greenhouse frame and heating devices were purchased in Azerbaijan. The heating devices are technically not satisfactory and a new heating system is being constructed. The total investment cost for a greenhouse covering 420 m<sup>2</sup> ranges from \$8,000 to \$8,500 according to location, labor, construction, local building material costs, heating system, and available local management.

The old greenhouses from the Soviet period are technologically outdated. On the other side, local know-how on greenhouse production and management is in its infancy by international standards and urgently needs upgrading. Given the role of greenhouses in the development of the agricultural sector, they represent a very large potential in Azerbaijan. There is an increasing demand in Russian markets for a number of fresh vegetables during the winter period. However, the introduction of new technologies, appropriate agronomic practices, and high level management need to be improved considerably which means more financial resources and international expertise needs to be dedicated. Presently, IFDC/AMDA is providing the basics of greenhouse production and will assess the results in late 2004.

The results of various 2003 field demonstrations (apple, wheat, maize, potato, fertilizer application rates) were presented in detail in several technical reports. The results of the wheat and potato demonstrations were turned into farmers’ handouts which were published and distributed.

**Public Relations**—The following leaflets, brochures, and media events were published/broadcasted:

No.	Publication/Media	Date	Copies
<b>Leaflets</b>			
1	Farmers Package Handout on Wheat Production	October	1,600
2	Control of Kernel Burnt in Wheat Production	October	250
3	Wheat Varieties	October	250
4	Potato Production in Tovus Region	November	500
5	Potato Production in Jalilabad Region	November	500
6	Control of Apple Diseases	November	500
7	The Concept of Agricultural Marketing (book)	December	150
8	Apple Growing Recommendations	December	500
	<b>TOTAL</b>		<b>4,250</b>
<b>AKTIVTA</b>			
1	Membership Policy AKTIVTA	October	100
2	Third Project Newsletter	October	500
3	Agric Commodity Report	October	500
4	Agriculture Calendar	November	250
5	Desk Calendar	November	150
6	Agricultural Commodity Report	November	400
7	Newsletter AKTIVTA and Project	December	500
	<b>TOTAL</b>		<b>2,400</b>
<b>Newspaper/Television</b>			
1	Project Work and Agri-Input Supply / Newspaper	October	10,000
2	Documentary on Fertilizer Use (20 minutes) / TV / at four local TV and one national TV station	October	10 times
3	Agriculture Sector Spot (1 minute) / TV / run at four local TV stations / randomly selected people stated their opinion on the importance of the agricultural sector	October	30 days
4	Wheat Production Technology (20 minutes) / TV / run by 3 local and 1 national TV station / two times each	November	8 times
5	Documentary on Mice Control (20 minutes) / TV / two times at national TV station	December	2 times
	<b>TOTAL</b>	<b>1 newspaper article; 4 TV documentaries</b>	

In total, **6,650** publications, shared between technical recommendations (4,250) and more general information (2,400), were disseminated. In addition, one article published in “Zirkolo” newspaper (10,000<sup>th</sup> edition) highlighted the work of the IFDC/AMDA project financed by USAID and the collaboration with private agri-input dealers. Depending on the content, TV productions were broadcasted either at regional or national level.

Over a month a special TV spot was broadcasted on regional TV stations one minute before the main evening news. The spot asked people randomly met on the streets to voice their view on agriculture. The aim is to build awareness on the agriculture sector among Azeri people and recognize it as an economic opportunity for income generation. In some rural areas it has been very popular, leading to live discussions in teahouses.

### **Leveraged Support and Cooperation**

- Phosagro, Moscow, sent two staff for technical training on phosphate fertilizer.
- Seven agri-input supply companies in Turkey expressed interest in collaborating with AKTIVTA members.
- EMA Company and AgroKimya signed contracts with individual AKTIVTA members for regional representation and distributorship.
- World Bank Agricultural Project received technical publications from IFDC/AMDA project and a closer cooperation on technical issues including agronomic practices and crop management was agreed.
- Ganja Business Group received technical support on agronomic practices in potato production.



**AMDA Activities by Quarter**  
**October – December 2003**

QUARTER ACTIVITIES	ACCOMPLISHMENTS
<b>I. Business Development</b>	
Negotiation on discount for agri-inputs	Agreement reached
Introduction of new fertilizer	Dealers sold 270 mt of TSP
Trade mission to Turkey	10 dealers visited 7 agri-input supply companies
<b>II. Credit and Finance</b>	
Dealer investments for shops and warehouses	Total amount Oct – Dec 2003: \$23,300
Repayment of dealer credits	Seven dealers repaid credits amounting to \$75,000; no defaulters.
New loans	6 dealers received loans amounting to \$54,000.
<b>III. Association Building</b>	
Development of association business plan	10 Executive Council members participated
Association working committees developed	21 dealers participated; 5 committees set up
Seminars on association building	8 seminars attended by 107 members
<b>IV. Technology Transfer and Private Sector Extension</b>	
Seminars	11 technical seminars conducted with 362 dealers and farmers attending
Innovations	3 greenhouses, imported, set up; vegetables planted
Media	6,650 leaflets and brochures printed and disseminated; 1 newspaper article published; 4 local TV documentaries broadcasted
Number of dealers and farmers trained	22 events attended by 479 participants

# Appendix 1. Project Meetings Held with Agri-Input Dealers, October – December 2003

Title	Venue/Date	No. of Participants
Private Extension System	Masalli, 14.10.03	6
Farmers' Best Practice in Wheat Production	Ismaili, 16.10.03	12
Wheat Production	Tovus, 23.10.03	32
Open Field Day: Fertilizer Application in Apple Orchards	Guba, Khachmaz 28/29.10.03	56
National Seminar on Association Building	Baku, 9/10.11.03	14
Regional Seminar on Association Building	Ismaili, 12.11.03 Ganja, 13.11.03 Sheki, 14.11.03 Masalli, 18.11.03 Guba, 19.11.03	62
Farmers' Best Practice in Wheat Production	Sheki, 01.11.03	18
Farmers' Best Practice in Potato Production	Jalilabad, 27.11.03	31
Control of Diseases in Wheat Production	Samukh, 13.11.03 Sheki, 19.11.03	84
Seminar on Association Business Plan	Baku, 7/8.12.03	10
Seminar on Association Committee Work Plan	Baku, 20/21.11.03	21
Farmers' Best Practice in Potato Production	Tovus, 12.12.03	48
Seminar on Phosphate Fertilizer Use	Masalli, 09.12.03	26
Seminar on Phosphate Fertilizer Use	Ismaili, 10.12.03	29
Seminar on Phosphate Fertilizer Use	Ganja, 11.12.03	20
Trade Mission to Turkey visiting 7 supply companies attended by 10 dealers	Various	10
	<b>Total</b>	<b>479</b>

## Appendix 2. Cost Sharing Contribution, January 2003 – December 2003

No.	Activity	Jan.	Feb.	March	April	May	June	July	August	Sept.	Oct.	Nov.	Dec.	Total
		(Value of Cost Sharing in US Dollars)												
1	Association meetings/ member visits	1,820	780	2,005	3,160	3,040	3,140			660	400	2,220	2,170	19,395
2	Field days/advisory visits	992		1,790	1,356	1,763	34,549			705	2,229	2,710	2,586	48,680
3	Seminar/business counseling				810	4,000	1,200		800	740		300		7,850
4	International supplier presentation			27,000						2,500			3,500	33,000
5	Transportation	2,000		24,000		200								26,200
6	Trade missions/study tours			1,090		400	800		400	400			2,000	5,090
7	Media coverage	150	300	200	250	50	50	250		1,600	2,650	2,000	800	8,300
8	Credit obtained					126,100			35,000		22,000	24,000	8,000	215,100
9	Grants obtained	10,000				1,000		6,000	2,000					19,000
10	Investment by dealers	92,130						89,250					41,328	222,708
11	Membership registration dues					304		1,470		690	90			2,554
12	Association Service Fees									2,864			200	3,064
	<b>Total US \$ / Month</b>	<b>107,092</b>	<b>1,080</b>	<b>56,085</b>	<b>5,576</b>	<b>136,857</b>	<b>39,739</b>	<b>96,970</b>	<b>38,200</b>	<b>10,159</b>	<b>27,369</b>	<b>31,230</b>	<b>60,584</b>	<b>610,941</b>
	<b>Accumulated total from February 2002 to last month reported: \$735,150</b>													

**Appendix 3. Investments in Shops and Storehouses by Agri-input Dealer, October to December 2003**

No.	Detail	Amounts Invested in US \$	
		Repair	Construction
Ismailli District			
1	Agasalam Hashimov		5,500
2	Shirin Shirinov		2,500
3	Ramil Dadashov		2,500
Shamkir District			
4	Ibragim Ibragimov		10,000
Jalilabad District			
5	Metleb Mamedov		800
Guba District			
6	Asim Gurbanov	2,000	-
	TOTAL: 23,300	2,000	21,300

## Appendix 4. Contact List

<b>USAID Partners</b>	
Rena Effendi	USAID Office Baku, CTO
John Brannaman	USAID Office Baku, Agricultural Development Officer
David Sulaberidze	ACDI/VOCA, Country Director
Michael Peden	Pragma Corporation, Vice President
Julie Hamlin	World Learning, Country Director Azerbaijan
Anita Reicher	World Learning, Participant Training Program, Washington
Gerald Maier	Adra, Ganja, Project Manager
Beverly Hoover	CHF, Country Director Azerbaijan
Patrick Sommerville	CHF, Management Associate
Azad Rasulov	CHF, Economic Opportunities Program, Program Director
Sergei Bystrin	CDC, Deputy Country Director
Ilham Safarov	INTERNEWS, Managing Director
Namik Heydarov	INTERNEWS, Public Relations and Advertising Manager
<b>Other Donors</b>	
Mark Costellino	ADRA, Programs Officer, Baku
Dr. Reinhold Schuette	GTZ, Head of Project, Agricultural Policy Project
Marcel Schwicker	GTZ, Head of Office
Dejan Burckhard von Roman	GTZ, Food Security, Regional Cooperation & Stability in Southern Caucasus
Anja Heuft	GTZ, Integrated Food Security Program, Coordinator
Dan Bliss	BTC, Social Supervisor, Baku
Natavan Aslanova	European Commission, Economic and Financial Assistant
Corneliu Doru Petrescou	European Commission, Agriculture Consultant
Murat Karakuscu	World Bank, Agriculture Project Azerbaijan, Senior Economist
<b>NGO and Local Organizations</b>	
Irashad N. Aliyev	Ministry of Agriculture, Minister
Eldar A. Gahramanov	Deputy Chairman of Standing Committee for Agriculture in Parliament
Sadigov Gurban	Cabinet of Ministers, Acting Chief of Department for Refugees, IDPs and Migration
Maharramov Mahammad	Cabinet of Ministers, Chief Referent of Department for Refugees, IDPs and Migration
Arif Jahangirov	Ganja Business Group, Deputy Director
Rasim Ramazanov	Sigma, General Director
<b>Others</b>	
Mamed J. Mamedov	AgroKimya, President
Jukevich Vasiley Stepanovich	Goran Cotton LTD, Executive Director
Herman Pascasious	Catermar, Procurement Manager
Rafael Abbasov	Israel Embassy, Director of Economic & Trade Relations Department